NADA, vehicle firms meet in Washington

Expansion of AUTOCAP charted

WASHINGTON.—Auto manufacturers and distributors committed to the AUTOCAP system joined NADA's AUTOCAP Advisory Committee here to develop methods to strengthen the consumer complaint mediation program.

The meeting, first of its kind, resulted in several recommendations to NADA, including suggestions for technical systems to review and monitor AUTOCAPs. Suggestions were also made on ways to recognize outstanding programs and deliver professional training to state and local AUTOCAP staffs.

Richard Wagner, NADA Consumer Affairs Committee Chairman, said NADA has renewed its commitment to AUTOCAP, "financially, as well as philosophically," and is stepping up efforts to expand the program.

Penelope Longbottom, former AUTOCAP director and current NADA media director, has been named NADA director of media and consumer affairs. She will work with the existing staff in an attempt to expand AUTOCAP into a nationwide operation by the end of 1982.

Factory representatives at the meeting promised that their zone offices will contact dealers in non-AUTOCAP regions about the benefits of the third-party arbitration system. They will urge their dealers to press their local dealer groups to add AUTOCAP, Longbottom said.

Central to the day-long meeting were reports from factory representatives detailing experiences with the AUTOCAP partnership established nearly one year ago.

Under that agreement, participating companies agree to honor AUTOCAP panel recommendations for product and warranty questions not satisfactorily resolved through in-house systems. The decisions are not binding on the customer.

Thirty-two AUTOCAPs currently provide this mediation service for American Motors and 16 importers and distributors.

Several auto makers present described stepped-up efforts to promote AUTOCAP to their owners, dealers and zone offices. Volvo of America distributed a 12-page book on the program to all its dealers at new-model introduction.

Toyota Motor Sales and Saab-Scania of America included AUTOCAP in their 1982 owners' manuals. Saab-Scania also incorporated the program into a new-model introduction film for dealers.

Other manufacturers and importers represented at the meeting were AMC, American Honda Motor Co., American Isuzu Motors, DeLorean Motor Co., Fiat Motors of North America, Jaguar-Rover-Triumph, Nissan and Subaru of America.

Duncan Read, industry relations director of the Federation of Automobile Dealer Assns., of Canada, also attended. AUTOCAP is being reviewed by the FADA as it prepares to recommend a third-party dispute resolution program to its 13 member associations.

Representing the Automobile Importers of America were George Nield, president, and Milton Andres, legal counsel.

AUTOCAP Advisory Committee members attending were Richard Wagner, NADA director for Connecticut and chairman of the committee; Mark Herrman, NADA director for Metropolitan New York; Jack Price, NADA director for New Mexico; Gerry Murphy, managing director of the Automotive Trade Assn. of the National Capital Area, and Dick Welte, executive vice president of the Niagara Frontier Automobile Dealers Assn.

Older imports to get eased tailpipe rule

By Jake Kelderman
Washington Staff Writer

WASHINGTON. — An EPA rule that requires individuals importing a vehicle not certified to U. S. tailpipe standards to have that vehicle modified before it can be driven is being revised by the agency, on an interim basis, to ease this requirement for older vehicles.

According to EPA officials, individuals importing a vehicle more than five years old, and who have never imported a vehicle before, will not be required to have the vehicle modified to meet U. S. tailpipe standards. This will be allowed one time only, the officials said, and does not apply to commercial importers.

They said individuals still must bond the vehicle, as has been the practice, because the NHTSA is not participating in the action.

Nontheless, the officials said, there should be a reduction in both time and expense for people bringing in an older vehicle and for the EPA, too. Indeed there should be, because some vehicles are very costly to modify.

They said the EPA adopted the new policy on an interim basis to see what the results would be and as part of its rulemaking procedure regarding a rule it has proposed allowing individual exemptions from the import regulations altogether.

The officials said they believed this proposal will be dropped for one similar to the interim policy except that the final rule might also eliminate the bonding requirement.

Manufacturers and importers for resale had objected to the proposed rule on the grounds that it would lead to a tidal wave of non-certified vehicles entering the country, leave the makers holding the bag when parts for such vehicles are not available and leave them at a distinct competitive disadvantage.

AOT luncheon in Atlanta slates GM's McDonald

MIDLAND, Mich. — F. James McDonald, president and chief operating officer of General Motors, will be the featured speaker at AOT's 43rd annual luncheon in Atlanta on Feb. 21.

The luncheon will be held in connection with the NADA Convention and Exposition.

Recipients of AOT's 1982 Distinguished Service Awards will be honored at the luncheon. AOT Chairman Drex Minshall will announce the new Hall of Fame electees and the New York Times/Automotive Hall of Fame Automotive Industry Leader of the Year award.

Fire hits Olds point

MILFORD, Conn.—Fire caused damage estimated at over $500,000 at Enterprise Oldsmobile.

index

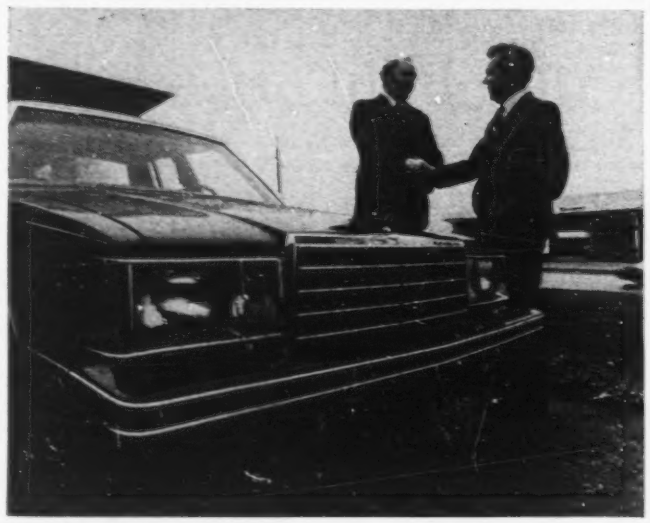
Auction reports	16
Automotive World News	6
Classified advertising	17
Editorial page	10
Engineering	13
Production by makes	23
Registrations, car, truck	14, 15
Truck highlights	14

57th year — No. 4895

AUTOMOTIVE NEWS (ISSN 0005-1551) is published weekly except semiweekly the fourth week in April at 965 E. Jefferson Avenue, Detroit, MI 48207. Second-class postage is paid at Detroit, MI and at additional mailing offices. Postmaster: Send address changes to AUTOMOTIVE NEWS, Circulation Department, 740 Rush Street, Chicago, IL 60611.

Orchestrating factory-dealer program

AUTOCAP Advisory Committee Chairman Richard Wagner, center, addresses dealers and factory representatives during a meeting on the NADA complaint mediation system. Kelly Cullins, assistant AUTOCAP director, and George Nield, Automobile Importers of America president, look on.



The fleet's in

Frank Hennessy, left, president of Handleman Co., receives keys to a Plymouth Reliant Custom from Fran Hazelroth, director of fleet programs for Chrysler Corp. Handleman is taking delivery of 362 Chrysler Corp. K-cars.

Chrysler fleet sales reported up 28 pct.

DETROIT. — Chrysler Corp.'s fleet sales are running 28 percent ahead of last year for the first two months of the model year, said Francis G. Hazelroth, director-fleet programs.

Chrysler K-cars, particularly, are responsible for the big increase, said Hazelroth, announcing the latest sale of a fleet of 362 cars to Handleman Co., which produces and markets phonograph records.

Hazelroth reported October-November fleet sales of 30,957 cars, compared with 24,265 for the corresponding period a year ago. Truck sales increased 32 percent with 4,311 units sold in the first two months of the 1982 model year compared with early 1981-model sales of 3,275 units.

Plymouth Reliant and Dodge Aries K-car sales increased 127 percent in this period with 21,795 units sold, compared with 9,594 in October-November, 1980.

K-cars were the choice of Handleman, which said that 70 percent of its total fleet would be Reliant and Aries models. Deliveries to Handleman are expected to be completed this month.

Selection of the cars followed a year of extensive testing in Handleman branch offices in Baltimore, Denver, and Los Angeles, said Dan F. Whitt, Director of Traffic/Transportation for Handleman. He cited economy of operation and dependability recorded during the test program as key reasons for the purchase.

The cars will be custom models, equipped with Chrysler's high-mileage "Trans-4" 2.2-liter engines and automatic transmissions.

The cars are being used in Handleman's lease-car program for sales representatives throughout the U. S. and Canada.

Japan's makers vow to fight to end against tougher quota

TOKYO.—Japanese auto makers are "prepared to fight to the bitter end" against any attempts to further reduce their exports to the U. S., the Japan Economic Journal reported.

The reaction followed suggestions by U. S. Administration officials that the Japanese may be asked to cut their auto exports below the 1.68-million limit imposed by "voluntary" restraints.

Terms of the agreement negotiated last May called for a 1.68-million unit cap on Japanese car shipments in the April 1, 1981-March 31, 1982 period.

In the second year of the agreement, the Japanese makers are allowed 1.68 million cars plus 16.5 percent of anticipated growth in the U. S. market. A third year of unspecified restraints was also possible under the accord.

The problem is that there has been no growth in the U. S. market. To the contrary, even with Japanese exports cut 7.7 percent below 1980 levels under the quota, they are expected to take a larger share of the shrunken market during the first year under the import quotas.

The Japanese makers point to projections of 9.5 million sales in 1982. Under the system negotiated, their share should be 1.81 million exports—not something less than 1.68 million, they said.

The financial newspaper quoted one Japanese industry leader as saying, "It's nonsense. When an accord was reached between the two countries last spring, I heard nothing from our government about the possibility of shipments in the second year being set smaller than in the first year."

The Japanese also pointed to projections made by U. S. Transportation Secretary Drew Lewis that an upturn in demand will begin in the second half of 1982.

Voluntary curbs in Europe and a depressed domestic market have made the U. S. even more important to the Japanese auto industry. The U. S. is its largest export market.

Fuel heater aids starting, Peterbilt says

NEWARK, Calif. — Peterbilt Motors Co. has announced the availability of a new in-line fuel heater which eliminates diesel fuel-flow problems due to frozen or clogged lines or jelled fuel.

The in-line heater—called the "HOTLINE" — melts the wax which can build up in diesel fuel during cold-weather operation, a spokesman said, permitting trucks to start easily at low temperatures, to be fast-idled to warm the engine without stalling, and to operate without the power loss or stalling caused by wax buildup in filters and lines under cold-weather operating conditions.

The HOTLINE heater is available as an option on all new Peterbilts or can be purchased from Peterbilt dealers for installation on any Class 6, 7 or 8 diesel-powered vehicle.

The new heater also is available at all Peterbilt parts outlets in the U. S. and Canada.

The HOTLINE is a self-contained, self-regulating, 12-volt direct-current heating device installed inside the fuel line between the fuel tank and the primary fuel filter.

Installation involves replacement of the existing fuel line

Continued on Page 22, Col. 4

S-10 start is best ever for Chevrolet trucks

DETROIT.—Chevrolet's all-new, domestic compact pickup truck — the S-10 — is the best-selling new vehicle in the division's 65 years of producing trucks, according to M. H. (Mike) Erdman, national truck sales manager.

The S-10 was introduced officially in dealer showrooms early in November, and through the first 10 days of December, 11,006 units had been retailed. Erdman said Chevrolet has a backlog of about 28,500 retail orders.

Veteran truck dealer honored by GMC

T. E. Dickerson, left, Dickerson GMC, Inc., Roanoke, Va., was honored recently for his more than 25 years of GMC truck sales and service. Presenting him a plaque is John Rako, GMC's Washington zone manager. Looking on is Tommy Dickerson, the dealer's son.

Subaru restyles BRAT, its first since '78 intro

PENNSAUKEN, N. J. — Subaru's 1982 open-bed BRAT (Bi-Drive Recreational All-Terrain Transporter) has undergone its first restyling since the 1978 introduction, with the emphasis on aerodynamics and new creature comforts.

A new exterior feature is the standard Halo Twin roof, a two-piece combination of T-top and sunroof which can be opened or removed entirely. In its open position, it gives the vehicle a gull-wing look.

When the panels are removed, they can be stored in specially designed protective areas behind the interior seats.

New interior creature comforts of the 4x4 BRAT include a tilt steering wheel and a driver's seat with adjustable lumbar support.

BRAT's new body includes a recessed kick-step imprinted with a "4WD" logo. Subaru said the kick-step provides easy access to the vehicle's two bed-mounted, rear-facing jump seats.

The new GL model features halogen headlights and a halogen off-road running light in the center of the new black grille. An all-new instrument panel with greater visibility is standard on the GL.

• A monitor display on the panel lets the driver know when a door's ajar or the parking brake is engaged, a first for the BRAT. It also informs the driver about fluid levels, defroster use and other functions.

Another standard feature on GL models is the dual-range

Continued on Page 22, Col. 2

'82 BRAT features Halo Twin roof

Standard on Subaru's '82 BRAT models is the Halo Twin roof, a two-piece combination of T-top and sunroof. In the open position, it gives the 4x4 vehicle a gull-wing look.

Truck calendar

1982

Feb. 21-24—Truck Renting & Leasing Assn., fourth annual convention, Canyon Hotel, Palm Springs, Calif.

March 10-13 — National Truck Equipment Assn., 18th annual convention, Louisiana Superdome, New Orleans.

March 10-13 — International Trucking Show (West), George Moscone Convention Center, San Francisco.

April 3-6 — NADA American Truck Dealers Division, 19th annual convention & exposition, Marriott Hotel, New Orleans.

May 19-21 — International Trucking Show (East), Dallas Convention Center, Dallas.

Aug. 10-15—28th annual Midwest Manufactured Housing and Recreational Vehicle Show, Notre Dame University, South Bend, Ind.

Sept. 20-23—Assn. of Diesel Specialists, convention & exhibition, Caesars Palace, Las Vegas.

Oct. 10-13—Recreation Vehicle Dealers Assn. of North America, annual convention, Marriott Hotel, Nashville.

Oct. 17-20 — American Trucking Assns., annual convention, Hotel Bonaventure, Los Angeles.

Oct. 31-Nov. 2 — TRUCKCAN 1982, International Center, Toronto.

Nov. 8-12—SAE National Truck Meeting, Indianapolis Hilton, Indianapolis.

Nov. 30-Dec. 3 — 20th annual show, Recreation Vehicle Industry Assn., Kentucky Fair & Exposition Center, Louisville.

truck industry news

Total dips after September upturn

October registrations go into retreat again

After a one-month increase in September over a year ago, registrations of new trucks of all types in the U. S. in October fell back into the pattern which has prevailed in the industry most of the time since early 1979.

During the month, according to R. L. Polk & Co. statistics, there were 170,584 new-truck tallies, a decline of 8 percent from the previous year's 185,434 units.

September registrations were almost 3 percent higher than the total in 1980.

The 10-month count was down 12.4 percent from last year, 1,836,260 versus 2,095,919, with declines exceeding 10 percent in all three market segments.

Lone bright spots in both the 10-month and October reports were the increases in registrations of Group 3 trucks and non-captive imported light trucks.

Group 3 registrations through October were up 79.5 percent to 10,489, compared with 5,843 a year ago. During the month, 1,041 units were tallied, a gain of 102.5 percent over the year-ago 514.

Ten-month registrations of the non-captive imports showed an increase of 3.4 percent, from 256,007 units in 1980 to 264,689 this year. In October, the count was 29,678, an increase of 25.3 percent over last year's 23,677 units.

Light-truck registrations through October were off 11.8 percent from a year ago, 1,656,180 versus 1,878,176. Mediums totaled 46,339, a dip of 14.7 percent, while heavies were down 18.2 percent, from 163,437 in 1980 to 133,741 this year.

Because of the improvement in sales of the non-captive imports during the year, registrations in Group 1—into which almost all of the imports fall—suffered the smallest decline in the 10-month totals.

Through October, the Group 1 count was 921,740, a drop of 3.8 percent from last year's 958,116. Group 2 tallies were down 20.8 percent, from 914,217 units in 1980 to 723,951.

Registrations in Group 6, the

Continued on Page 22, Col. 5

HD registrations for 10 months off 18 pct. from '80

Ten-month registrations of new heavy trucks in the U. S. were down 18.2 percent from last year and almost 26 percent below the alltime January-October high achieved in 1979.

Through October, according to R. L. Polk & Co. statistics, 133,741 new Groups 7 and 8 trucks were registered, compared with 163,437 a year ago and 181,053 in the like period two years ago.

During the month, there were

Continued on Page 22, Col. 3

U. S. TRUCK REGISTRATIONS

10 months, 1981 vs. 1980★

Based on R. L. Polk & Co. statistical report

Make	10 mos., 1981	Percent Share of '81 market	10 mos., 1980	Percent Share of '80 market	Pct. pt. Change, '81-'80
Ford	596,269	32.47	659,289	31.46	+ 1.01
Chevrolet	543,942	29.62	619,896	29.58	+ 0.04
Dodge	136,865	7.45	196,507	9.38	— 1.93
GMC	133,293	7.26	155,201	7.40	— 0.14
International	52,880	2.88	60,271	2.88	.....
Jeep	47,886	2.61	68,153	3.25	— 0.64
Mack	15,827	0.86	18,000	0.86	.....
Plymouth*	12,684	0.69	24,764	1.18	— 0.49
Kenworth	8,786	0.48	9,662	0.46	+ 0.02
Freightliner	7,311	0.40	9,148	0.44	— 0.04
Peterbilt	5,250	0.29	6,019	0.29	.....
White	2,340	0.13	4,303	0.20	— 0.07
Volvo	1,398	0.08	745	0.04	+ 0.04
Autocar	998	0.05	1,293	0.06	— 0.01
Western Star	669	0.04	933	0.04	.....
Diamond Reo	77	.....	89	.....	.....
Misc.**	269,785	14.69	261,646	12.48	+ 2.21
TOTALS	1,836,260	100.00	2,095,919	100.00	.....

★—No registrations for Oklahoma, 1981 and 1980; Kentucky, October, 1980.
* Plymouth trucks are Trail Duster, Voyager and Arrow.
** Miscellaneous includes Imports, Mercedes, Crane Carrier, Oshkosh, FWD, Hendrickson, etc.

U. S. HEAVY DUTY REGISTRATIONS

10 months, 1981 vs. 1980★

Based on R. L. Polk & Co. statistical report

Make	10 mos., 1981	Percent Share of '81 market	10 mos., 1980	Percent Share of '80 market	Pct. Pt. Change, '81-'80
International	34,441	25.75	32,340	19.79	+ 5.96
Ford	28,203	21.09	39,276	24.03	— 2.94
GMC	18,216	13.62	25,444	15.57	— 1.95
Mack	14,581	10.90	17,510	10.71	+ 0.19
Chevrolet	8,872	6.63	13,750	8.41	— 1.78
Kenworth	8,786	6.57	9,662	5.91	+ 0.66
Freightliner	7,311	5.47	9,148	5.60	— 0.13
Peterbilt	5,250	3.93	6,019	3.68	+ 0.25
White	2,340	1.75	4,303	2.63	— 0.88
Volvo	1,383	1.03	743	0.46	+ 0.57
Autocar	998	0.75	1,293	0.79	— 0.04
Western Star	669	0.50	933	0.57	— 0.07
Diamond Reo	77	0.06	89	0.06	.....
Misc.	2,614	1.95	2,927	1.79	+ 0.16
TOTALS	133,741	100.00	163,437	100.00	.....

★—No registrations for Oklahoma, 1981 and 1980; Kentucky, October, 1980.

NEW TRUCK REGISTRATIONS BY MAKE AND GVW CLASS

10 MONTHS, 1981 VS. 1980★

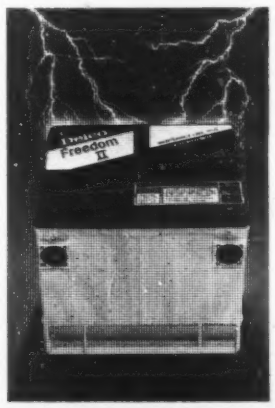
		Group 1 6,000 pounds and less	Group 2 6,001-10,000	Group 3 10,001-14,000	Group 4 14,001-16,000	Group 5 16,001-19,500	Group 6 19,501-26,000	Group 7 26,001-33,000	Group 8 33,001 and over	Make Totals
AUTOCAR	Oct. '81	.....	.....	.....	.....	.....	.....	.....	133	133
	Oct. '80	.....	.....	.....	.....	.....	.....	.....	111	111
	Year to date '81	.....	.....	.....	.....	.....	.....	.....	998	998
	Year to date '80	.....	.....	.....	.....	.....	.....	.....	1,293	1,293
BROCKWAY	Oct. '81	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Oct. '80	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to date '81	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to date '80	.....	.....	.....	.....	.....	.....	.....	.....	.....
CHEVROLET	Oct. '81	25,703	19,130	736	.....	37	584	703	106	46,999
	Oct. '80	27,553	21,363	273	.....	82	980	947	211	51,409
	Year to date '81	29,459	224,171	9,655	.....	657	7,128	7,889	983	543,942
	Year to date '80	304,596	288,143	1,101	.....	1,241	11,065	11,123	2,627	619,896
(Memo Units) #	Oct. '81	9,391	6,580	.....	.....	.....	.....	.....	.....	15,971
	Oct. '80	12,743	6,069	.....	.....	.....	.....	.....	.....	18,812
	Year to date '81	111,968	69,987	.....	.....	.....	.....	.....	.....	181,955
	Year to date '80	138,972	83,935	.....	.....	.....	.....	.....	.....	222,907
DIAMOND REO	Oct. '81	.....	.....	.....	.....	.....	.....	.....	2	2
	Oct. '80	.....	.....	.....	.....	.....	.....	.....	6	6
	Year to date '81	.....	.....	.....	.....	.....	.....	.....	77	77
	Year to date '80	.....	.....	.....	.....	.....	.....	.....	89	89
DODGE	Oct. '81	6,869	4,853	24	.....	.....	.....	.....	.....	11,746
	Oct. '80	9,022	7,423	211	.....	.....	.....	.....	.....	16,656
	Year to date '81	78,704	57,756	402	3	.....	.....	.....	.....	136,865
	Year to date '80	86,102	105,995	4,220	190	.....	.....	.....	.....	196,507
(Memo Units) #	Oct. '81	3,844	3,097	1	.....	.....	.....	.....	.....	6,942
	Oct. '80	6,098	4,436	141	.....	.....	.....	.....	.....	10,675
	Year to date '81	46,154	33,523	26	.....	.....	.....	.....	.....	79,703
	Year to date '80	57,682	67,146	1,861	.....	.....	.....	.....	.....	126,689
FORD	Oct. '81	17,114	32,858	.....	.....	.....	976	1,846	812	53,606
	Oct. '80	20,512	33,055	30	.....	.....	1,335	1,853	692	57,477
	Year to date '81	200,540	354,941	.....	.....	.....	12,585	20,814	7,389	596,269
	Year to date '80	208,421	394,118	504	.....	.....	16,970	27,396	11,880	659,289
(Memo Units) #	Oct. '81	6,535	11,750	.....	.....	.....	.....	.....	.....	18,285
	Oct. '80	8,171	10,318	.....	.....	.....	.....	.....	.....	18,489
	Year to date '81	71,776	116,764	.....	.....	.....	.....	.....	.....	188,540
	Year to date '80	85,838	129,605	.....	.....	.....	.....	.....	.....	215,443
FREIGHTLINER	Oct. '81	.....	.....	.....	.....	.....	.....	.....	742	742
	Oct. '80	.....	.....	.....	.....	.....	.....	.....	733	733
	Year to date '81	.....	.....	.....	.....	.....	.....	.....	7,311	7,311
	Year to date '80	.....	.....	.....	.....	.....	.....	.....	9,148	9,148
VOLVO	Oct. '81	.....	.....	.....	.....	.....	.....	104	31	135
	Oct. '80	.....	.....	.....	.....	.....	.....	72	18	90
	Year to date '81	.....	.....	.....	.....	2	13	783	600	1,398
	Year to date '80	.....	.....	.....	.....	.....	2	580	163	745
GMC	Oct. '81	4,321	5,149	281	.....	86	524	1,033	803	12,199
	Oct. '80	4,152	5,713	.....	.....	213	972	1,083	1,408	13,541
	Year to date '81	48,273	60,459	430	.....	903	5,012	9,254	8,962	133,293
	Year to date '80	44,014	76,776	6	.....	704	8,257	11,561	13,883	155,201
(Memo Units) #	Oct. '81	573	1,667	.....	.....	.....	.....	.....	.....	2,240
	Oct. '80	655	1,517	.....	.....	.....	.....	.....	.....	2,172
	Year to date '81	7,225	17,741	.....	.....	.....	.....	.....	.....	24,966
	Year to date '80	7,731	21,087	.....	.....	.....	.....	.....	.....	28,818
INTERNATIONAL	Oct. '81	.....	116	.....	.....	.....	1,843	1,331	2,299	5,589
	Oct. '80	.....	2,150	.....	.....	.....	1,872	2,119	2,410	8,551
	Year to date '81	.....	2,126	.....	.....	.....	16,313	15,652	18,789	52,880
	Year to date '80	.....	15,142	.....	.....	.....	12,789	14,622	17,718	60,271
(Memo Units) #	Oct. '81	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Oct. '80	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to date '81	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to date '80	.....	.....	.....	.....	.....	.....	.....	.....	.....
JEEP	Oct. '81	2,998	1,977	.....	.....	.....	.....	.....	.....	4,975
	Oct. '80	3,870	3,041	.....	.....	.....	.....	.....	.....	6,911
	Year to date '81	30,324	17,562	.....	.....	.....	.....	.....	.....	47,886
	Year to date '80	41,943	26,210	.....	.....	.....	.....	.....	.....	68,153
(Memo Units) #	Oct. '81	2,998	1,517	.....	.....	.....	.....	.....	.....	4,515
	Oct. '80	3,870	2,037	.....	.....	.....	.....	.....	.....	5,907
	Year to date '81	30,324	12,832	.....	.....	.....	.....	.....	.....	43,156
	Year to date '80	41,943	19,048	.....	.....	.....	.....	.....	.....	60,991
KENWORTH	Oct. '81	.....	.....	.....	.....	.....	.....	.....	889	889
	Oct. '80	.....	.....	.....	.....	.....	.....	.....	679	679
	Year to date '81	.....	.....	.....	.....	.....	.....	.....	8,786	8,786
	Year to date '80	.....	.....	.....	.....	.....	.....	.....	9,662	9,662
MACK	Oct. '81	.....	.....	.....	.....	.....	162	66	1,302	1,530
	Oct. '80	.....	.....	.....	.....	.....	84	.....	1,652	1,736
	Year to date '81	.....	.....	.....	.....	.....	1,246	284	14,297	15,827
	Year to date '80	.....	.....	.....	.....	.....	490	.....	17,510	18,000
PETERBILT	Oct. '81	.....	.....	.....	.....	.....	.....	.....	595	595
	Oct. '80	.....	.....	.....	.....	.....	.....	.....	504	504
	Year to date '81	.....	.....	.....	.....	.....	.....	.....	5,250	5,250
	Year to date '80	.....	.....	.....	.....	.....	.....	.....	6,019	6,019
PLYMOUTH	Oct. '81	676	218	.....	.....	.....	.....	.....	.....	894
	Oct. '80	1,613	583	.....	.....	.....	.....	.....	.....	2,196
	Year to date '81	9,350	3,334	.....	.....	.....	.....	.....	.....	12,684
	Year to date '80	17,053	7,711	.....	.....	.....	.....	.....	.....	24,764
WESTERN STAR	Oct. '81	.....	.....	.....	.....	.....	.....	.....	78	78
	Oct. '80	.....	.....	.....	.....	.....	.....	.....	101	101
	Year to date '81	.....	.....	.....	.....	.....	.....	.....	669	669
	Year to date '80	.....	.....	.....	.....	.....	.....	.....	933	933
WHITE	Oct. '81	.....	.....	.....	.....	.....	.....	.....	353	353
	Oct. '80	.....	.....	.....	.....	.....	.....	.....	372	372
	Year to date '81	.....	.....	.....	.....	.....	.....	.....	2,340	2,340
	Year to date '80	.....	.....	.....	.....	.....	.....	.....	4,303	4,303
MISCELLANEOUS*	Oct. '81	29,474	205	.....	.....	2	201	140	97	30,119
	Oct. '80	23,676	111	.....	.....	1	301	121	151	24,361
	Year to date '81	281,090	3,602	2	6	11	2,458	1,363	1,251	289,785
	Year to date '80	255,987	122	12	9	21	2,568	1,278	1,649	261,646
TOTALS	Oct. '81	87,165	84,586	1,041	.....	127	4,290	5,223	8,242	170,584
	Oct. '80	90,398	73,439	514	.....	296	5,544	6,195	9,048	185,434
	Year to date '81	921,740	723,951	10,489	11	1,573	44,755	56,702	77,702	1,836,260
	Year to date '80	958,116	914,217	5,843	199	1,966	52,141	66,560	96,877	2,095,919

★—No Oklahoma registrations 1981 and 1980; Kentucky, October, 1980.

★—Memo units are trucks which are part of the total listed above each entry. Chevrolet memo units are Chevy-Van, El Camino and Blazer; Dodge, compact trucks, Ford, Econoline, Ranchero and Bronco; GMC, Vandura, Jimmy and Sprint; International Scout, Jeep, CJ-5, CJ-6 and Commando. ★—Miscellaneous includes Imports, Diveo, Henrickson, Oshkosh, etc.

—Compiled from R. L. Polk & Co. data.

A NEW DEFINITION OF POWER.



Delco Remy's introduction of the maintenance-free Delco Freedom Battery in 1970 gave new meaning to the word "power." Today, we've taken another step forward. Announcing the newest Freedom Battery—The Delco Freedom II.

Freedom II combines our best maintenance-free technology with the construction features proven in our heavy-duty truck batteries. The result is a battery with increased reliability and more efficient starting power than the original Freedom.

The energy-efficient, maintenance-free Delco Freedom II Battery.

Delco Remy

The leader under the hood

NEW CONVERTIBLES FOR FORD/LM DEALERS
Built the way convertibles should be built

- Mustangs
- Cougars
- T-Birds
- Mark VIs (Coming soon)

TRAFFIC BUILDERS WITH A PROFIT PUNCH
Magnificent craftsmanship • Full Structural reinforcement • Excellent visibility.

Coach Builders Ltd. 305/485-6460
Creatively Engineered Convertibles
3130 N.W. 17th Street, Ft. Lauderdale, FL 33311

People who need people use Automotive News classified ads.

GENERAL SALES MANAGER
33 Replies

BUSINESS MGR./ CONTROLLER
Looking for person with in depth GM experience. Will pay $25,000 bonus based on dealership to be right h[e]lp. Will pay all relocation expenses. All
55 Replies

Because our classified ads in Automotive News bring tremendous response. For good reason. Automotive News Classifieds reach some 225,000 readers in all branches of the automotive industry. To place your want ad, call Marie Hingst, Classified Advertising Manager, at (313) 567-9520. Call by 5 p.m. Monday to see your ad the following Monday. Or send the order blank in our classified section to Automotive News, 965 E. Jefferson Ave., Detroit, MI 48207.

Automotive News

CRUISE CONTROL
The New 'Escort' Electronic Unit
• Fits All Cars • Easy Installation
• Good Profit Margin • 12 Month Warranty
DAYTON SPEEDOMETER SERVICE, INC.
AC Delco Service & Sales Center
660 N. Main, Dayton, Ohio 45405
1-800-543-9687 In Ohio (513) 222-1491
AN-3

Cuts are similar to those at Ford

GM slashes white-collar benefits

By Marjorie Sorge
Labor Editor

DETROIT. — General Motors has cut the benefit package of its salaried workers. The cuts begin to take effect in January.

In a notice to its 19,000 white-collar workers worldwide, GM said the cuts were taken "in light of many difficult challenges facing the corporation."

Some observers say the cuts in the salaried benefits are to gear the blue-collar workers toward cuts in the union contract which expires next year. Negotiations on that pact could begin as early as next month.

UAW officials have said the auto companies must show an equality of sacrifice if they expect any concessions from the union.

Ford Motor Co. made similar changes earlier this month.

Changes in the GM salaried package include:

1. Discontinuing the nine days supplemental time off (STO) and one "floating" holiday for classified workers. Unclassified workers will lose five days vacation they were granted in lieu of the STO days and floating holiday. Those days are the white-collar equivalents of the hourly paid personal holidays (PPH). "Unclassified" employes are GM's top management, those in the bonus group.

2. Cost-of-living-adjustments (COLA) will now be paid only for time worked. Previously COLA calculations included time not worked such as vacations, holidays, sick times and other absences. For bonus-eligible employes, an amount equivalent to COLA will be deducted from their base salary for time not worked.

3. Effective immediately, vacations will temporarily be cut in half. Workers normally get between three and five weeks vacation. It is not certain how long GM will keep this cut in effect.

4. In the major medical portion of the health care program, the annual deductibles will be raised from $50 to $125 for individuals and from $100 to $250 for families. Also, the program will pay 80 percent of the first $5,000 of covered expenses after the deductible is paid and 100 percent after. The program had paid 80 percent of the first $2,500 and 100 percent thereafter.

The monthly contribution will be increased Feb. 1, 1982 from 45 cents to $2.20 for single coverage; from $1.10 to $4.70 for two-party coverage and from $1.30 to $7.70 for family coverage. Also, $3 co-payments for prescription and non-prescription drugs will not be covered.

Cuts will also be made in the amount reimbursable for nursing care, and medical charges judged unreasonable will not be covered.

• GM has also changed the savings-stock purchase program, subject to rulings by the Internal Revenue Service.

The earn-out period will be reduced from three years to 2½ years making it possible to receive two distributions in 1982.

The 6 percent penalty on withdrawals of GM contributions and earnings from matured classes is eliminated. This means workers can leave their funds in the tax-sheltered trust beyond maturity and still have access to them without paying a penalty.

GM matches the first 10 percent of savings deducted from employes' salaries. Savings above that amount are not matched. Now, under the new program, earnings on savings above the 10 percent of eligible salary can be withdrawn along with the savings before maturity.

In the spring of 1982, GM will introduce a new personal retirement income plan allowing employes to participate in the Individual Retirement Accounts (IRAs). Specifics of this plan are not available but it will allow employes to contribute up to $2,000 annually (deductible from taxable income).

In an Automotive News interview (Oct. 12), Kenneth E. Olthoff, GM's general manager, worldwide employe benefits, said hourly workers might be eligible for IRA benefits in the future depending on what is negotiated in the new agreement.

GM has already begun to lay off 13,000 salaried workers. GM posted a $468 million net loss in the third quarter, but is expected to show a profit for the year.

Jones in for Jones

COLUMBIA, S. C. — Sam Jones Jr. has taken over Hampton Pontiac here from his father, Sam Jones Sr., who is retiring.

factories list auction dates

American Motors
1982

Jan. 5—D-A Auto Auction, New Stanton, Pa.; Ohio Auto Auction, Columbus, O.

Jan. 6 — Minneapolis Auto Auction, Minneapolis, Minn.

Jan. 7—Evansville Auto Auction, Evansville, Ind.; Todd Auto Auction, Telford, Pa.

Jan. 12—Aptco Auto Auction, Taylor, Mich.

Jan. 13—Dallas Auto Auction, Grand Prairie, Tex.; Central States Auto Auction, Mason City, Ia.; Southern Auto Auction, Warehouse Point, Conn.; Sand Mountain Auto Auction, Boaz, Ala.

Jan. 14—Atlanta Auto Auction, Red Oak, Ga.; Golden Gate Auto Auction, Fremont, Calif.

Jan. 15—Floyd Hauhe Auto Auction, Bridgeton, Mo.; Concord Auto Auction, Acton, Mass.

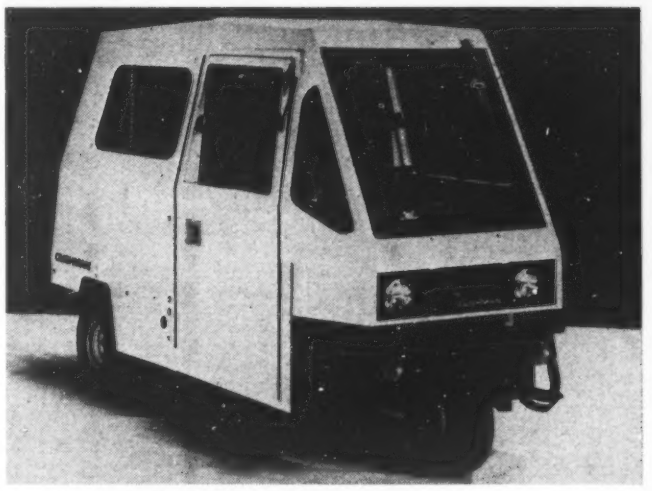
Model breakdown
Auction Averages

	DECEMBER	NOVEMBER*	OCTOBER
1981	$6,424	$6,689	$7,074
1980	5,363	5,454	5,697
1979	4,321	4,657	4,922
1978	3,475	3,782	3,731
1977	2,590	2,733	2,927
1976	2,026	2,099	2,140
1975	1,361	1,562	1,628
1974	1,130	1,166	1,258
Overall Average	$4,117	$4,315	$4,364

*revised

Used car sales
Auction Averages

December	$4,117
Month ago	$4,315
Year ago	$3,589



Cushman's little workhorse

The 1982 Cushman Delivery Vehicle features a restyled, more spacious cab with larger windows, wider doors and an improved flow-through ventilation system with optional roof vent accessory for increased driver comfort. The vehicle has a turning radius of less than 17 feet and a top speed of 39 MPH. Payload for the 60-cubic-feet carrier is rated at 1,000 pounds. OMC Lincoln-Cushman, Lincoln, Neb., is the manufacturer.

UAW decision due on opening negotiations at GM and Ford

Continued from Page 1

advantage because of the concessions granted by the UAW to help Chrysler get the federal loan guarantees. UAW President Douglas A. Fraser has said he doesn't like the present two-tiered wage structure and does not want to add another layer.

The Big Two have also said they have an $8 an hour labor cost disadvantage with the Japanese and want it all back in the next contract. The UAW has said there is a cost difference but it is not as high as $8.

When the contracts are being negotiated, both sides will hang tough. The union wants job security and the auto companies want concessions.

According to Ephlin, one major demand on the union's side will be that every job exported by a U. S. auto company be replaced by a job imported from one of its overseas subsidiaries.

The Ford and GM councils are not the only ones faced with possible bargaining. Both American Motors and International Harvester Co. have asked the union for changes in the current contracts.

The AMC Council met earlier this month and authorized a fact-finding mission on the company's proposed employe investment plan. That plan calls for workers to lend the company 10 percent of their raises for 22 months. Workers would be paid back with 10 percent annual interest.

Before the UAW Executive Board's decision, the AMC Council vetoed the plan. The Canadian segment of the council has also been opposed to the proposal but is willing to participate in the fact-finding operation, according to Buzz Hargrove, UAW administrative assistant.

That plan could generate as much as $150 million for AMC.

IH has asked the union for $100 million in concessions by next October.

The IH contract expires Oct. 1, 1982. The AMC contract expires in September, 1983.

used-car auction directory

Display Rates: $59.00 per column inch (minimum space, 1 inch on 1 column). Listing Rates: (Maximum: Four lines of type - 1 time, $17.00; 13-times, $13.00, 26-times, $11.50, 52-times, $10.00. For Frequency Display Rates Contact Want Ad Dept., Automotive News, 965 E. Jefferson, Detroit 48207. Phone (313) 567-9520. Closing: 10 days in advance.

ARIZONA

Southwest Auto Auction. Lease and fleet accounts welcome. Member NAAA and NAFA. 3420 South 48th Street, Phoenix, 602-894-2211.

AUCTION SCHOOL

Mendenhall School of Auctioneering. America's Top-Quality Auction School. Vet. Ap. Free. Cat. Write or Call. P.O. Box 7344, High Point, N. C. 27264. (919) 887-1165.

NEW JERSEY

WE SELL FOR THE COUNTRY'S LEADING LEASING CO.'s • FLEETS BANKS • FORD MTR. CO. • GMAC

SKYLINE AUTO AUCTION
100 Route 46, Fairfield, N. J. 07006
(201) 227-6100
4 Lane Selling Every Tuesday

CALIFORNIA

Oakland Auto Auction, 10121 E. 14 Oakland 3, NE 6-0621. Complete service out-of-state lease, fleet accounts. Fred Boardman.

COLORADO

Denver Auto Auction, 4285 South Santa Fe, Englewood, Colorado 80110. Sale every Friday, 303-761-1410, 303-761-1459.

FLORIDA

Imperial Auto Auction, Lakeland, Fla. Sale every Tues., 7 P.M. & Thurs., 1 P.M. (813) 688-8458, toll free, 800-237-7661.

NEW MEXICO

Greater Albuquerque Auto Auction — New Mexico's only dealer auction. Sale every Thurs., 12:00 Member NAAA & WAAA, 8815 Second St., N.W., 505-898-9540.

INDIANA

MID STATES AUTO AUCTION
25784 Western Ave.
South Bend, Indiana
Sale every Wednesday 6 P.M. and every Friday 12:00 Noon. PERSONAL ATTENTION given in the handling of vehicles for Fleet Operators and Leasing Firms. Phone 219-289-7767.

TEXAS

TRI-STATE *AUTO AUCTION*
"We're worth getting to know!"
SALE EVERY TUESDAY AT 11:00 A.M.
OUR SPECIALTY IS LEASE & FLEET ACCOUNTS
CONTACT OUR LEASE AND FLEET MANAGER
KEN OSBORN
4445 CANYON DRIVE, AMARILLO, TEXAS 79110
PHONE (806) 358-3663

NEW YORK

Tri-State Auto Auction, Cicero, N.Y. Sale every Weds., 6 p.m. Just No. of Syracuse, Exit 30/Rte. 81. 4 action packed lanes. 500 cars each wk. 1-315-699-2792.

OHIO

Ohio Auto Auction. The Tuesday sale. 3905 Jackson Pike, Columbus, Ohio 614-871-2771.

OHIO

Wednesday Auto Auction. Exit 49 on I-270, Columbus, Ohio. Every Wednesday. Call: Area 614-497-2000.

SOUTH CAROLINA

Bruce Auto Auction & Recon Center—Fleet and Lease car and truck disposal our thing. AAA credit. 803-242-3090, Greenville, S. C.

TEXAS

Amarillo Auto Auction, Inc. 34th year. Full serv. Fleet, lease spec. Member NAAA, WAAA, D&B rated. Checks guar. 3208 E. 10th, Amarillo, TX 79104. (806) 372-2206.

WASHINGTON

Bob McConkey & Sons. So. Seattle Auto Auction, the Lease Specialist. 206-872-6800, P.O. Box 5189, Kent, WA 98031.

ILLINOIS

Greater Chicago Auto Auction. Every Thursday—1 P.M. Sharp. 800—1,000 cars & trucks. 312-597-3600.

MINNESOTA

WEDNESDAY 11:00
Large consignment, 3 ring selling. Complete recon facilities. Arrange pickup anywhere.
Minneapolis Auto Auction
1125 Nathan Lane, Minneapolis, Minn. 55441
612-546-2403

Want Quick Action and Good Results? Use Automotive News Want Ads! — Use Automotive News Want Ads for Quick Action and Good Results —

Total is up a fraction from 1980

Year's auto production: 6,295,205

By Patricia Hoffman
Staff Writer

While estimated U. S. auto production for 1981 showed a slight gain from that of 1980, the 1982 January and first quarter forecast is anything but favorable.

The makers wound up 1981 with output planned at 6,295,205 units, up a fraction from 6,246,749 in 1980.

For January, auto production is slated at 373,361 units, down 13.63 percent from 432,284 in the comparable 1981 month, and the outlook for first quarter is 1.4 million, down 7.03 percent from 1,539,978 in the first three months of 1981.

In the shortened holiday week last week, the makers targeted output at 72,782 units, down 36.39 percent from 114,416 the previous week, but a gain of 53.93 percent from 47,283 in the comparable 1980 week.

Breakdown for the week by company is: General Motors, 63.25 percent; Ford Motor, 26.52 percent; Chrysler Corp., 4.74 percent; Volkswagen of America, 3.39 percent, and American Motors, 2.10 percent.

Checker Motor's Kalamazoo plant remained idle last week after closing Nov. 18 for changeover. No date has been given for resumption of production.

Downtime was scheduled last week at three GM facilities. The Lordstown point was idled Dec. 4 and is slated to return Jan. 4. GM's Leeds point, also idled Dec. 4, will remain down after the holidays for conversion to the J-car. The facility is slated to return Jan. 11.

GM's Janesville point, down Oct. 19, continues a five-month shutdown to convert to the J-car.

Chrysler's St. Louis and Newark facilities were both closed Dec. 14 for early holiday downtime. St. Louis is slated to return Jan. 11, and Newark Jan. 18.

Also at Chrysler, the Jefferson point was idled last week to adjust inventories.

Volkswagen of America has extended the holiday downtime at it's Westmoreland facility. The point will resume operations Jan. 11.

All other car facilities closed last Wednesday (Dec. 23) for the holidays.

Year's car output in Canada slips 3.9 pct. below 1980

Canadian auto production for the 1981 calendar year, when the final count is in, is expected to drop 3.96 percent below the 1980 total, and truck output is scheduled to fall just a fraction below last year's mark.

Auto makers wound up 1981 with production of 797,710 units, down from 830,624 in 1980.

Truck production for the year was targeted at 505,945 units, down slightly from last year's build of 506,093.

Because of the shortened holiday week last week, auto production was scheduled at 11,078 units, down 29.90 percent from the previous week, but up a substantial 73.26 percent from 6,394 units in the comparable 1980 shortened week.

Last week's truck output was slated at 6,480 units, down 48.33 percent from 12,542 in the previous week, but a gain of 26.66 percent from 5,116 in the comparable 1980 week.

With the exception of two car and two truck facilities, all Canadian production was halted last week (Dec. 23) for the holidays.

American Motors' Brampton car facility was idled early on Dec. 18 and is slated to return Jan. 4.

General Motors' St. Therese car point closed Nov. 30. Operations are expected to resume Jan. 11.

International Harvester's Vancouver and Halifax truck points were idled for the holidays Dec. 14 and are expected to return Jan. 4.

Extended holiday downtime has been scheduled at GM's Oshawa (lines 1 and 2), and at Ford's Oakville car facilities. Both points are slated to return Jan. 18.

Ford's St. Thomas car facility will remain idle until Jan. 25.

Truck production will be halted at GM's Oshawa and Chrysler's Windsor facilities until Jan. 11.

Ford's Ontario truck plant will be idle until Jan. 18.

All other car and truck points are slated to return Jan. 4.

Yancy honored

Albert H. Yancy, left, owner of Yancy Chevrolet, Ashland, Ill., receives his silver anniversary award from Robert F. Svendsen, Peoria, Ill., assistant zone manager.

Truck production for 1981 tops 1980 by 3 pct.

The domestic truck makers expect to wind up 1981 with production slightly ahead of 1980, but the January forecast shows a sluggish start for 1982.

The estimated truck production for 1981 was 1,624,305 units, a gain of 2.94 percent over 1,577,979 in 1980.

For January, the makers forecast 114,671 units, down 18.43 percent from 140,584 in the comparable 1981 month, but the outlook for first quarter production is 443,903 units, up from 425,469 in the comparable 1981 period.

During the shortened holiday week last week, the makers targeted production at 22,094 units, down 42.80 percent from 38,629 in the previous week, but up 39.38 percent from 15,852 in the comparable period last year.

International Harvester's Ft. Wayne and Springfield facilities remained idle last week after closing early for the holidays Dec. 14. Both plants are slated to return Jan. 4.

All other truck facilities closed last Wednesday (Dec. 23) for the holidays.

Extended holiday downtime has been scheduled for Volkswagen of America's Westmoreland plant. The point will be down until Jan. 11.

3 in dealership scheme convicted of bank fraud

SPRINGFIELD, Mass.—Three men whose scheme to salvage the former United Chevrolet in Worcester forced shutdown of the Mohawk Bank & Trust Co., Greenfield, have been convicted of bank fraud by a jury in U. S. District Court.

Nunziato Fusaro, 86-year-old Worcester lawyer; Richard Robidoux, who owned the dealership, and Richard Saccone, who was president of the bank, were convicted on charges of misappropriation of bank funds, falsification of records and unauthorized bank check signing.

U. S. CAR PRODUCTION

	Week Ended Dec. 26, 1981	Week Ended Dec. 27, 1980	Week Ended Dec. 19, 1981	Dec. Est.	Jan. 1 to Dec. 27, 1980	Jan. 1 to Dec. 26, 1981
AMERICAN MOTORS	1,530*	1,473*	2,550*	6,630*	164,361*	116,302*
AMX	.....	.....	.....	.....	.....	.....
Spirit	.....	.....	.....	.....	.....	.....
Concord	.....	.....	.....	.....	.....	.....
Eagle	.....	.....	.....	.....	.....	.....
Pacer	.....	.....	.....	.....	.....	.....
CHRYSLER CORP.	3,450*	1,224*	9,127	37,972	615,465	748,037
Plymouth Total	1,912*	73*	4,408	16,937	281,354	365,777
Horizon	1,912*	.....	2,219	8,251	141,735	139,299
Reliant	.....	.....	2,189	8,686	67,370	216,891
Volare	.....	.....	.....	.....	51,735	.....
Caravelle	.....	44*	.....	.....	6,179	2,139
Gran Fury	.....	29*	.....	.....	14,335	7,448
Chrysler Total	.....	797*	1,260	5,186	80,872	56,831
LeBaron	.....	607*	1,260	5,186	61,234	51,969
Chrysler	.....	190*	.....	.....	19,638	4,862
Dodge Total	1,538*	354*	3,459	15,849	253,239	325,429
Omni	1,538*	.....	2,032	7,695	118,933	125,379
Aspen	.....	.....	.....	.....	36,881	.....
Aries	.....	.....	1,427	6,361	54,212	170,286
Diplomat	.....	291*	.....	.....	30,050	12,644
Dodge 400	.....	.....	.....	1,793	.....	13,438
St. Regis	.....	63*	.....	.....	13,163	3,682
FORD MOTOR	19,302	11,354*	25,113	50,355	1,268,934	1,308,043
Ford Division	13,527	7,494*	16,179	32,154	902,244	883,301
Escort	5,064	3,198*	4,106	10,095	103,584*	348,148
Pinto	.....	.....	.....	.....	68,179	.....
Fairmont	1,683	1,010*	3,162	5,351	196,506	175,615
Must./Must. II	2,613	.....	4,051	6,664	219,867	149,658
Granada	2,298	1,854*	3,389	6,515	107,697	102,928
T-Bird	1,728	626*	1,471	3,199	116,203	64,325
Ford	.....	806*	.....	.....	90,208	40,886
EXP	141	.....	.....	330	.....	1,741
L-M Division	5,775	3,860*	8,934	18,201	366,690	424,742
Mercury Total	4,770	3,112*	7,291	15,553	314,637	361,313
Bobcat	.....	.....	.....	.....	12,445	.....
Lynx	1,311	1,138*	1,174	2,742	35,995*	115,929
Capri	642	.....	1,355	1,997	64,319	49,190
Zephyr	1,062	496*	1,449	2,761	65,969	51,666
Cougar	825	98*	1,840	3,111	22,348	49,330
XR-7	231	854*	162	393	58,824	28,561
Mercury	687	526*	1,311	4,348	54,737	65,610
LN7	12	.....	.....	12	.....	1,027
Lincoln Total	1,005	748*	1,643	2,648	52,053	63,429
Continental ('82)	501	.....	822	1,323	.....	11,996
Lincoln	243	386*	481	724	22,501	26,251
Mark VI	261	362*	340	601	27,686	25,182
Versailles	.....	.....	.....	.....	1,866	.....
GENERAL MOTORS	46,033	32,322	73,434	250,060	4,002,974	3,956,338
Buick Division	8,943	6,537	14,578	50,221	763,955	867,332
Skylark	2,139	1,599	3,261	12,060	213,040	260,717
Skyhawk J	.....	.....	.....	.....	.....	.....
Century	1,218	1,271	2,102	6,829	161,853	103,014
Regal	2,799	1,905	4,751	15,985	200,418	263,101
Buick	1,944	1,352	3,065	10,921	145,172	171,775
Riviera	843	410	1,399	4,426	43,472	68,725
Cadillac Division	3,192	2,396	5,250	17,530	199,082	259,185
Cimarron	99	.....	124	499	.....	22,340
Seville	192	208	322	1,012	33,674	23,347
Eldorado	741	502	1,237	3,886	52,987	57,860
Cadillac	2,160	1,686	3,567	12,133	112,421	155,638
Chevrolet Division	18,255	11,860	28,073	93,041	1,716,094	1,455,994
Chevette	5,080	1,420	8,529	27,259	443,764	356,504
Cavalier	1,135	.....	1,901	6,054	.....	138,235
Celebrity	2,810	.....	3,902	12,970	.....	24,387
Monza ('80)	.....	.....	.....	.....	147,768	.....
Camaro	2,450	945	2,479	8,645	115,755	99,936
Citation	2,675	3,430	4,434	14,719	448,516	299,678
Malibu	1,635	2,435	2,777	9,950	264,412	223,258
Monte Carlo	1,950	1,390	3,191	10,448	122,000	139,876
Chevrolet	160	1,920	256	943	130,695	146,369
Corvette	360	320	604	2,053	43,184	27,751
Oldsmobile Division	9,897	7,564	17,185	55,080	761,421	839,453
Omega	1,440	971	3,060	7,724	110,456	133,386
Cutlass	2,880	4,149	4,753	16,249	385,022	361,655
Cutlass/Ciera	1,900	.....	3,210	10,326	.....	23,915
Oldsmobile	3,284	2,092	5,520	18,749	228,022	276,564
Toronado	393	352	642	2,032	37,921	43,933
Pontiac Division	5,746	3,965	8,348	34,188	562,422	534,374
Acadiant †	205	50	331	874	18,520	18,589
J2000	.....	.....	.....	3,514	.....	87,193
Sunbird ('80)	.....	.....	.....	.....	145,628	.....
T1000	285	.....	500	3,562	.....	87,719
Firebird	1,232	688	1,199	4,123	77,907	49,455
Phoenix	829	965	1,159	4,462	133,343	96,013
Grand Prix	984	1,544	1,659	5,681	74,698	97,948
Bonneville ('82)	984	.....	1,626	5,685	.....	16,075
A6000	1,227	.....	1,874	6,287	.....	16,075
LeMans	.....	600	.....	.....	62,296	42,027
Pontiac	.....	.....	.....	.....	.....	.....
VOLKSWAGEN	2,467	910	4,192	10,250	191,954	164,476
CHECKER	.....	.....	.....	.....	3,061	2,009*
Total Cars, U. S.	72,782	47,283	114,416	355,267	6,246,749	6,295,205

TRUCK PRODUCTION IN U. S.†

	Week Ended Dec. 26, 1981	Week Ended Dec. 27, 1980	Week Ended Dec. 19, 1981	Dec. Est.	Jan. 1 to Dec. 27, 1980	Jan. 1 to Dec. 26, 1981
CHEVROLET	7,980	5,385	13,703	40,993	481,132	472,977
DODGE	1,200	472*	3,456	10,069	115,582	97,320
FORD	7,992	6,394*	13,293	29,640	585,218*	618,142
GMC	2,799	1,705	4,633	16,120	154,935	175,046
INTERNATIONAL	.....	562*	.....	2,065	65,159	65,934
VOLKSWAGEN	353	130	594	1,451	27,481	37,222
MACK	.....	180*	.....	.....	22,796	.....
JEEP	900*	788*	1,500*	3,900*	80,619*	86,288*
AM GENERAL	30*	36*	50*	170*	8,082*	3,616*
MISCELLANEOUS	840*	200*	1,400*	4,760*	36,975	67,760*
Total Trucks, U. S.	22,094	15,852	38,629	109,168	1,577,979	1,624,305

CANADIAN TRUCK PRODUCTION

	Week Ended Dec. 26, 1981	Week Ended Dec. 27, 1980	Week Ended Dec. 19, 1981	Dec. Est.	Jan. 1 to Dec. 27, 1980	Jan. 1 to Dec. 26, 1981
CHRYSLER CORP.	1,200	640	1,943	6,836	51,286	85,348
FORD MOTOR	1,680	1,728	3,215	8,202	176,989	136,964
GENERAL MOTORS	3,600	2,620	7,384	19,689	241,869	272,542
AMERICAN MOTORS	.....	.....	.....	.....	18,127	.....
INTERNATIONAL	.....	118	.....	427	15,745	11,091
MACK	.....	10*	.....	.....	2,077	.....
Total Trucks, Canada	6,480	5,116	12,542	35,154	506,093	505,945
N. American Trucks	28,574	20,968	51,171	144,322	2,084,072	2,130,250

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

CANADIAN CAR PRODUCTION

	Week Ended Dec. 26, 1981	Week Ended Dec. 27, 1980	Week Ended Dec. 19, 1981	Dec. Est.	Jan. 1 to Dec. 27, 1980	Jan. 1 to Dec. 26, 1981
AMERICAN MOTORS	.....	.....	1,173	1,957	3,092	34,535
CHRYSLER CORP.	1,848	720	3,071	9,179	70,032	69,178
FORD MOTOR	3,827	560	1,950	12,837	243,507	207,772
GENERAL MOTORS	5,268	5,024	9,385	28,280	504,106	475,855
VOLVO	135	90	225	765	9,887	10,370
Total Cars, Canada	11,078	6,394	15,804	53,018	830,624	797,710
N. American Cars	83,860	74,283	130,220	408,285	7,053,521	7,092,915
N. American Trucks	28,574	20,968	51,171	144,322	2,084,072	2,130,250
North American Cars and Trucks	112,434	68,251	181,391	552,607	9,137,593	9,223,165

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.

The company with no 'employes'

By Marjorie Sorge

BRIDGMAN, Mich. — Weldun International has no "employes," but its president plans to almost double sales in the next two years.

The company's 450 workers are "Weldun people" who Merlin Hanson, Weldun president and sole owner, expects to work with him to expand their business of manufacturing and testing tools and special machines. To hike sales from $40 million to $75 million in two years, he plans to diversify, augmenting automotive - related operations with defense, data processing and aerospace. At the same time, the number of "Weldun people" is expected to grow to 600.

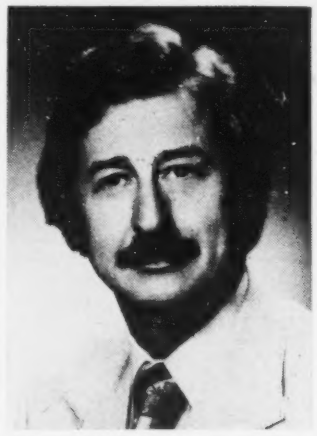
The road to success, Hanson maintains, lies in "interpersonal relationships" of the people at Weldun. In creating a cohesive "family feeling" Hanson has banned the word "employe," saying bluntly that "it stinks, is degrading and dehumanizing — they're all Weldun people" of equal importance.

Being a Weldun person means pitching in wherever and whenever needed, and the "people" seem to thrive on it.

But Hanson takes the philosophy a step further, decorating every office and hallway in the corporate headquarters with paintings and sculptures—Picassos, Dalis, Miros, Rockwells and others. Hanson's office itself is literally an art gallery.

The art seems to bring the people closer together. They all seem to take pride in it, rattling off tales about the backgrounds of the art displayed in their offices.

It is the philosophy of togetherness and diversification that Hanson hopes to parlay into sales growth.



Merlin Hanson: Creating a 'family feeling.'

Automotive operations currently include two of Weldun's four divisions—Special Machine and Mold. The others are Precision Machine, located in nearby Buchanan, and General Tool.

Currently, some 70 to 85 percent of the Special Machine and 95 percent of Mold Division sales are automotive. Of the company's $40 million sales this year the flagship division, Special Machine, accounted for $27 to $28 million, and Mold $5.5 million.

Of the automotive business, General Motors accounts for about 70 percent, Ford Motor Co. 20 percent and Chrysler and American Motors the rest.

Hanson expects that, as the company diversifies, the automotive mix may drop to 65 to 70 percent of sales in the two divisions.

But he quickly points out that there also is room for automotive diversification. For instance, GM's Delco Electronics and Delco-Remy Divisions could be attractive customers for Weldun's new data processing capability.

Machinery making and testing businesses like Weldun's are profiting from Detroit's scramble to downsize vehicles and meet foreign competition. The catch is U. S. manufacturers erroneously think the Japanese are better, Hanson says.

"It's attitude. We only *think* Japanese cars are quality. If we don't watch it, we'll position our companies second to them. I refuse to do that because it's not true.

"It gets down to the ability of management to say 'thank you' for something accomplished."

• Hanson expects Detroit's front - wheel - drive business to "settle" in the next few years, with downsizing programs completed. So the company is steering in new directions.

Weldun built a data processing facility for its entry into the computer market.

"What we're talking about is manufacture of assembly machines for putting things in that world together," Hanson says.

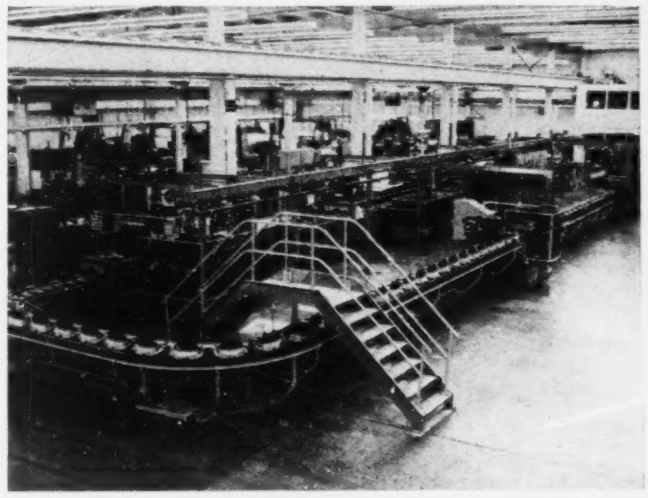
He predicts data processing has "great growth potential within the next five years, much of it in the automotive business," and Weldun wants a piece. Other growth prospects include home personal computers and industrial electronics.

Hanson also envisions the company taking part in Reagan Administration defense programs such as the B-1 bomber and cruise missile. Weldun's major thrust would be jigs, fixtures, precision machining and transfer lines.

Aerospace and energy, especially gas and oil, are possible diversification areas in which Weldun could offer precision machining of parts and valves.

"Even with diversification, automotive will stay the heart of our business," he says. "Some say there's going to be 10 years of continued downsizing; or if safety becomes a big issue again, it might lead to another generation of design and equipment. There's also continual automation."

The company is interested in robotization and "flex systems," the latest automotive buzzword for equipment flexibility. Projects are on the Weldun drawing boards relative to assembly equipment, possibly machines that simultaneously handle several types of engine blocks moving down a line.



Part of Weldun's $40 million annual sales comes from producing synchronous transfer systems such as this front-wheel axle assembly and test unit.

"The auto industry demands a flex system," Hanson says. "It's an evolutionary area where we are going to try to position ourselves to offer it to the automotive and other industries."

Weldun also plans to expand overseas by licensing agreements or building plants, Hanson says, with Mexico and other South American countries likely prospects."

• Is it a disadvantage for a high-technology enterprise to be located in Bridgman, some 250 miles from Detroit?

"Twenty years ago it was necessary to be in a metropolitan area," Hanson contends, especially with a business like Weldun's. Now, he says, that position is diametrically reversed, making the small, out-of-the-way community the ideal spot to run a business.

"The dedication level is higher, company allegiance is excellent, the retention of people is greater," he says. "We have no desire to expand into the big cities."

Although being removed from the mainstream may separate people from top educational facilities, Hanson is trying to overcome that by creating "the GMI (General Motors Institute) of Weldun." The company has invested some $350,000 in facilities at Bridgman to train tool makers, mold makers and machinists and, in the future, Hanson hopes, engineers, electronic specialists and designers.

Weldun has no union because of what Hanson terms "the people-oriented attitude" of the company.

"We (management) hold the people in high regard and spend a great deal of time looking out for their needs," Hanson says. "That doesn't mean we're a gift house and don't have discipline here—we do.

"We 're very close to our people and have many ways of communicating," Hanson says. "We don't need another party to interject. The first step is respect for each other; we maintain that for all our people and our history proves the way we are going is correct."

Weldun's history covers almost 30 years. The company was formed in 1953 by Hanson's former partner, Dan Hillegas, as a suport arm for Wells Aluminum Co. in West Liberty, Ind., to build jigs and fixtures. It also produced Johnson's Wax products and food choppers.

Hanson joined the firm in 1961 and became sole owner when Hillegas retired.

It has been in the automotive business over 20 years, starting in jigs, fixtures and stamping dies.

In 1963 the company entered the general tooling business for automotive and other industries, and in 1967 got into injection molding and, as Hanson puts it, "also got serious about special machine building."

And it's all happened without workers, just "Weldun people."

Weldun's main complex is in Bridgman, Mich.

Supplier Profile: Weldun International

Headquarters: 9850 Red Arrow Hwy.
Bridgman, Mich. 49106
(616) 465-6986

Automotive related products: Injection molding; special machine assembly; assembly testing; transfer lines; assembly and test transfer lines, syncronous and nonsyncronous.

Other business: Aerospace; data processing; precision machining (for off-road vehicles); molds; automation; general tool (for off-road equipment including farm implements and construction vehicles).

Percent of business automotive: Special Machine Division, 70 to 85 percent; Mold Division, 90 percent.

1981 sales forecast: $40 million.

1980 sales: $29 million.

Number of employes: 450

Founded: 1953 as part of Wells Aluminum Co., West Liberty, Ind.

Automotive consumes 10 percent of Canada's plastics production

The rising cost of energy is a problem. But it's also an opportunity for the plastics business, according to The Society of the Plastics Industry of Canada.

The Society reports that more than $3.5 billion is earmarked over a four-year period to build petrochemical plants in Canada. Many of the petrochemicals will be used by the plastics industry.

The Canadian automotive industry currently consumes an estimated 10 percent of all plastic resins consumed in the country.

The table below shows the latest annual figures for Canadian consumption of major plastics resins and materials. There were 57 resin producing plants in Canada in 1980.

1980 Canadian consumption of major plastics resins & materials

(thousands of tonne)

Material	Canadian Production	Plus Canadian Imports	Less Canadian Exports	Total Canadian Consumption	% Change From 1979
Low density polyethylene	439	26	110	319*	— 3.0%
High density polyethylene	203	37	65	162*	— 12.0%
Polypropylene	106	18	28	96	+ 12.9%
ABS	37	4	1	40	— 20.0%
Polystyrene & styrene copolymers	110	34	10	134	— 2.2%
Polyvinyl chloride	190	29	31	188	— 2.6%
Polyester, unsaturated	27	2	2	24	— 20.0%
TOTAL	1,112	150	247	963*	— 4.0%
ESTIMATED TOTAL (ALL RESINS)	1,355	344	258	1,387	— 4.7%

* Difference due to an inventory increase of 96 tonnes for LDPE and 13 tonnes for HDPE in 1980.

Source: Statistics Canada and industry estimates compiled by The Society of the Plastics Industry of Canada.